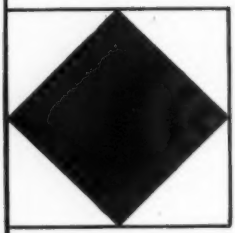
ASBESTOS

MARCH - 1950



DISABLED

This international signal of distress is one that might well fly wherever an industrial plant is seriously embarrassed by the problem of handling hot materials. It's a signal that often can be hauled down after the situation is placed in the hands of Raybestos-Manhattan engineers. For more than half a century R/M has specialized in developing new products from asbestos and in introducing new uses for the heat-resisting and insulating properties of this unique material.

RAYBESTOS-MANHATTAN, INC.

Asbestos Textile Division • Manheim, Pa.

Factories: Manheim, Pa.; No. Charleston, S.C.

RAYBESTOS-MANHATTAN, INC., Manufacturers of Asbestos Textiles Packings • Mechanical Rubber Products • Abrasive and Diamond Wheels Brake Linings • Brake Blocks • Clutch Facings • Fan Belts • Radiator Hose Rubber Covered Equipment • Powdered Metal Products • Bowling Balls

"ASBESTOS"

FOUNDED IN JULY 1919 AND PUBLISHED
MONTHLY SINCE THAT DATE
BY SECRETARIAL SERVICE
808 WESTERN SAVING FUND BLDG.
S. E. COR. BROAD & CHESTNUT STS.
PHILADELPHIA, 7, PENNSYLVANIA

Estate of C. J. STOVER, *Proprietor*

A. S. ROSSITER, *Editor* E. E. COX, *Circulation Manager*

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(Payable in U. S. Funds)

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R. H. JONES BOOK ON ASBESTOS

For years we have known of the book "Asbestos and Asbestic" published in 1897, by Crosby, Lockwood & Sons of London, the author of which is R. H. Jones.

A few weeks ago we were approached by a dealer who said he had obtained a copy of a book on Asbestos by R. H. Jones, and we counted ourselves fortunate in obtaining it as our Library did not contain the Jones book.

When received, however, we were surprised to find what is really a collector's item on asbestos—a book by R. H. Jones, published by Crosby, Lockwood & Sons of London, but date of publication is 1890 and the title "Asbestos; Its Properties, Occurrence and Uses".

Until then we were not aware that there were two books by R. H. Jones on Asbestos. The Chapter Headings will give an idea of the contents of this early book:

Nature and Properties of Asbestos—Early History.
Varieties and Qualities of Asbestos.
Present Sources of Supply.
Italian Asbestos and the Italian Mines.
Canadian Asbestos.
The Canadian Mines or Quarries.
Output, Cost of Production, Wages, etc.
Newfoundland and Norway.
The Uses of Asbestos; Application to Engineering Purposes.
Applications of Asbestos to Military and Fire Preventive Purposes.
Miscellaneous Applications of Asbestos.
Substitutes and Similarities.
Fibre Spinning.

Altho the book is annotated in various places by the former owner some of the pages are not cut.

Later we will tell you some of the remarks contained in this book which are quite surprising considering the date.

Anyone interested may look over this early book if they will call at our office.

MARCH - Month of Uncertain Weather

At least in this Philadelphia section, March weather is so unpredictable that it is almost necessary to carry along weather togs whenever and wherever we go.

March may have the biggest snowstorm of the winter, altho of course it never lasts long. This year practically all our winter weather came in March and coupled with the high winds, conceded to belong to March by right, made heavy overcoats popular. Freakish snow flurries, leaving slippery roads in their train added to the confusion of weather in March.

We long for April to show sunny skies even if accompanied by the warmer spring rains heralding spring flowers.

PRICE INCREASE ON UNIT PRICE MANUAL

A new printing of the Manual of Unit Prices necessitated a drastic change in price.

This handy book for the figuring of prices on Pipe Covering and Blocks was first published fourteen years ago, and at that time was issued as a service to the Insulation Industry. Higher printing and other costs, as well as a forced change in distribution methods, makes it necessary to increase the price of a single copy to 75c postage paid. The prices for quantities are slightly lower but mailing or express charges will be billed to the purchaser.

It is regretted that the price had to be increased but only by such increase are we able to continue publication.

. . . —

The world turns aside to let a man pass; who knows where he is going!—*David Starr Jordan*

. . . —

There isn't any map of the road to success; you have to find your own way.

. . . —

We cannot always oblige but we can always speak obligingly.—*Voltaire.*

A. S. T. M. COMMITTEES AND SPECIFICATIONS ON ASBESTOS PRODUCTS.

For record, and reference, we publish below the Committees of the American Society for Testing Materials and the number of Specifications and Methods of testing having to do with Asbestos materials or materials containing Asbestos.

This list has been checked by the A. S. T. M. and we believe therefore it to be accurate and comprehensive One or two of the Committees are working on Specifications on Asbestos Products at the present time; these will be mentioned in "ASBESTOS" when completed and ready for distribution.

Committee C-16 on Thermal Insulating Materials

- C-193 Specifications on 85% Magnesia Thermal Cement
- C-194 Specifications on Asbestos Thermal Insulating Cement

Committee C-17 on Asbestos Cement Products

- C-220T Specifications on Asbestos-Cement Flat Sheets
- C-221T Specifications on Asbestos-Cement Corrugated Sheets
- C-222T Specifications on Asbestos-Cement Roofing Shingles
- C-223T Specifications on Asbestos-Cement Siding Shingles and Clapboards

(The Committee is working on Specifications for Asbestos-Cement Pressure Pipe)

Committee D-8 on Bituminous Waterproofing and Roofing Materials

- D-250 Specifications for Asphalt Saturated Asbestos Felts for Use in Waterproofing and in Constructing Built-up Roofs
- D-655 Specifications for Asphalt Saturated and Coated Asbestos Felts for Use in Constructing Built-up Roofs.

View of the 116 ft. high Headframe at the No. 1 shaft of the J-M mine at Asbestos, Quebec.

ASBESTOS FIBRE DIVISION
Canadian Johns-Manville Limited

814 Sun Life Bldg. (Telephone: Marquette2421) Montreal, P. Q., Canada

Committee D-9 on Electrical Insulating Materials

No Specifications on Asbestos Materials under their jurisdiction but see Committee D-13

Committee D-11 on Rubber and Rubber-like Materials

D-733 Methods of Testing Compressed Asbestos Sheet Packing

Committee D-13 on Textile Materials

D-375 Specifications and Methods of Testing for Asbestos Roving for Electrical Purposes

D-299T Specifications and Methods of Testing for Asbestos Yarns

D-315 Specifications and Methods of Testing for Asbestos Tape for Electrical Purposes

D-577 Methods of Testing Asbestos Cloth, Woven

D-677T Specifications for Asbestos Cloth, Woven

D-628 Methods of Testing Asbestos Tubular Sleeving

D-1061T Methods of Test for Asbestos Lap

Committee D-20 on Plastics

D-709T Specifications for Laminated Thermosetting Materials (Contains asbestos)

Copies of individual specifications can be obtained from the American Society for Testing Materials, 1916 Race St., Philadelphia 3, Pa., generally at a price of 25c each. Please order them direct from that Society.

As latest books containing the various specifications are issued, mention of them will be made in "ASBESTOS" but unless you are interested in the many other specifications which the books cover, it will be found much more convenient to have the individual pamphlet copies.

PIONEERS IN ASBESTOS

...for every purpose

Keasbey & Mattison—original manufacturers of asbestos-cement roofing shingles in this country—produce a complete line of asbestos building materials: Siding and Roofing Shingles • Wallboards • Corrugated and Flat Lumber • Acoustical material.

For Industry, we offer the following all-purpose asbestos products: Asbestos and Magnesia Pipe and Block Insulations • Asbestos Electrical Materials • Packings • Textiles • Paper and Millboard • Marine Insulations.

And for the efficient conveyance of water, we manufacture "Century" Asbestos-Cement Pipe.

Nature made Asbestos...

Keasbey & Mattison has been making it serve mankind since 1873

K&M best in asbestos

KEASBEY & MATTISON

COMPANY • AMBLER • PENNSYLVANIA

COLORBESTOS - Asbestos Drapery Material

Asbestos cloth for draperies has long been in the minds of the public, especially after disasters resulting from hangings catching fire in places of public assembly, such as schools, hotels and theatres.

It has been made and sold for a number of years in England[1] but until recently has never been really on the market in America, altho several firms have tried to introduce it.

Now Colorbestos, a colorful, flameproof drapery material, is offered by Johns-Manville for use as draperies, and decorative wall covering. In its construction it combines asbestos yarns with a warp of cotton; in weaving the soft, evenly twisted asbestos yarn surrounds the warp threads to provide a fire-safe fabric that will not flash, flame or "after-glow".

The material is much lighter in weight than ordinary asbestos cloth and therefore drapes and folds nicely. It can be applied to wall structures of plastic, steel or asbestos wallboard if desired.

This material is produced in ten plain colors and three different weaves (stripes and multicolor prints as well as other weaves can be made to order and special colors matched.) It is available thru Johns-Manville district offices; comes in 50 yard or 100 yard bolts, the standard width being 48 inches. For stock colors the retail price ranges from six to eight dollars a yard.

[1]Bell's Asbestos & Engineering Supplies, Ltd., Bestobell Works, Slough, Bucks, England.

Carey
ASBESTOS

Since 1873 Carey has been manufacturing products of which asbestos is an integral part.

And Carey research is constantly working to make those products work better and to develop new products which will utilize the outstanding qualities of asbestos.

THE Carey LINE INCLUDES

Asbestos Corrugated Roofing and Siding
Asbestos Fibre and Specialties
Asbestos Flat Sheathing
Asbestos Heat Insulations and Cements
Asbestos Packing • Asbestos Roofing Felts
Asbestos Paper and Millboard
Asbestos Prefabricated Ducts
Asbestos Shingles and Siding
Asbestos Wallboard

THE PHILIP CAREY MANUFACTURING CO.
Cincinnati 15, Ohio

In Canada: **The Philip Carey Co., Ltd., 1537 MacKay Street, Montreal 1, P. Q.**

THE ASBESTOS MINE AT CHATEAU-QUEYRAS (FRANCE)

A report was made in our April 1948 number concerning the mine at Chateau-Queyras, France, and at that time it was expected that the mine would be in operation within a reasonably short time.

A disastrous flood, however, occurred in the Valley of Chateau-Queyras, the first in the memory of man, at the end of May of that year, which damaged the highway for

Dam over Mountain Stream is of Modern Construction

a distance of fifteen miles, the power plant owned by the company suffered heavy damage, the dam was destroyed and the piping between the dam and power plant was badly damaged.

All this damage has now been repaired and the owners, Alpine Mining Corporation and the French company, Les Amiantes de France, have decided to install a Riblet Aerial Tramway which will simplify their operations and increase production.

The tramway, which will have a capacity of 40 to 50 tons per hour, will take a more direct route than the road. It will cut the distance between the mine, the altitude of

which is 7,200 feet, and the mill (altitude 4,000 feet) to 17,668 feet—that is the length of the tramway.

All foundations and part of the preparatory work for the mill and tramway were completed before snow fall in 1949 and the completion of all construction is expected in early June.

The operating company is now confidently expected to be in operation this summer.

The Chateau-Queyras Valley is known in tourist guide books as the Valley of 300 days of sunshine in a year.

ASBESTOS FOR HEART TROUBLE

In our July 1943 number we mentioned the treating of heart ailments by the injecting of powdered asbestos into afflicted parts of the heart and then encasing that organ with the same material.

Apparently work has been done along this line since that time and methods improved upon judging by the accounts appearing in the newspapers the latter part of January.

It appears that Dr. B. N. Carter of the University of Cincinnati, described the technique to a conference of top heart surgeons, the conference being sponsored by the National Institutes of Health.

The operation is designed to increase the blood supply to the diseased heart by virtually glueing the patient's healthy lung to his heart by means of an asbestos paste "painted" onto the surface of each. The paste is made by putting powdered asbestos in a salt solution.

Dr. Carter told the conference that the function of the asbestos was to serve as an "irritant" that would cause nature to form new tissue at the point of attachment, and provide tiny blood channels between the lung and heart.

The operation has been performed on three patients so far; but undertaken in human cases only after experiments with 54 animals had indicated its effectiveness.

STANDARDIZATION-
National and International

Coordination of matters involving national and international standardization in which Federal Agencies are interested, is now being accomplished thru a newly established Interdepartmental Standards Council.

The new Council is composed of representatives from 15 Federal agencies. S. P. Kaidanovsky, of the Federal Supply Service, General Services Administration, Washington, D. C., has been designated Chairman. The agencies represented, who are interested in standardization matters, are:

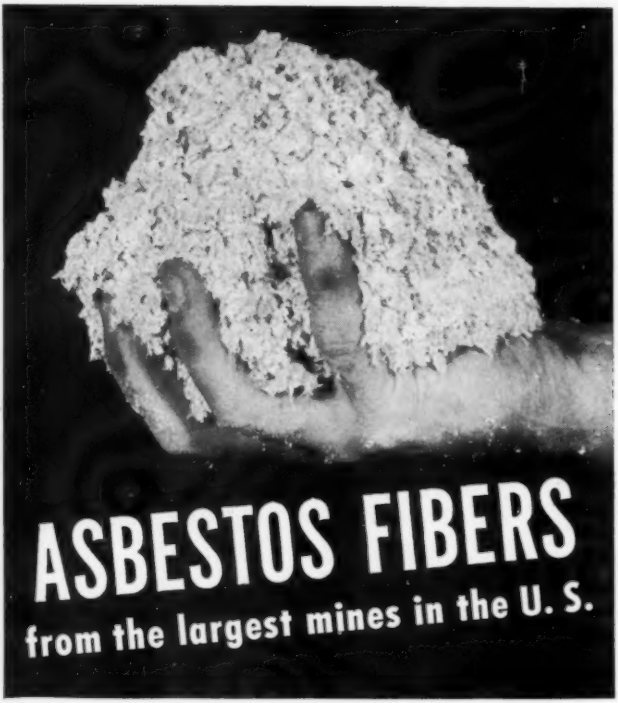
Economic Cooperation Administration
Department of Agriculture
Department of Commerce
Post Office Department
Department of Labor
Housing and Home Finance Agency
Bureau of the Budget
Department of Defense
Federal Communications Commission
Veterans Administration
Government Printing Office
Department of State
Federal Security Agency
Department of the Interior
General Services Administration

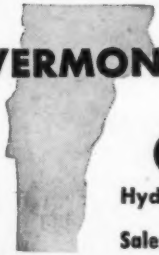
One purpose in establishing the Council, which meets monthly, is to provide machinery for the development of policy on national and international standardization matters of commercial significance as they concern the United States Government.

Also the Council will be of advantage to recognized groups and technical organizations within industry concerned with standardization matters by providing a medium thru which they may obtain, when desired, the coordinated viewpoint of various Government agencies.

POSITION WANTED

Expert on Asbestos Cement Industry, piping, sheeting, siding, roofing and asbestos fibre and glass pipe covering. Box No. 3W-A, "ASBESTOS", 808 Western Saving Fund Bldg., Phila. 7, Pa.





VERMONT ASBESTOS MINES

division of

The **RUBEROID** Co.

Hyde Park, Vt. Mines at Eden and Lowell

Sales Offices: 500 Fifth Ave., New York 18, N.Y.

ASBESTOS FIBRE, SHORTS AND FLOATS

Their Uses in Industry

A most helpful and informative brochure, by the above title has recently been issued by the Asbestos Fibre Division of Canadian Johns-Manville Company, Limited.

The brochure shows the various grades of Asbestos "Shorts" and "Floats", gives the important uses of these short grades, recommends the grades for each use, and in fact covers the whole subject of shorts and floats in a concise, practical and factual manner.

For the record we are listing the principal uses for which these grades are suitable:

Asphalt Compounds, such as roof coatings, roof putties, auto body coating

Adhesives

Caulking Compounds—gun grade, knife grade, strip sealing

Floor Tile and Covering—asphalt, rubber, vinylite

Friction materials—brake blocks and lining

Gypsum Plasters—dry wall joint filler

Insulating Cements

Lubricating Greases

Paints—asphalt, cold water

Plastics—Asbestos Cement (Compressed Mouldings) Cold Moulded; moulding powders, phenolic

Welding Rods

Cable Insulating

Fabric Filler

Foundry Moulding & Core Sand

Insecticides

Radiator Sealing Compound

Shellac Records

Cleaning Agents

Asphalt Paving.

This brochure fills a long felt need in the Asbestos

PROCESSED AND CRUDE AMOSITE ASBESTOS FIBRE

We specialize in supplying Amosite asbestos fibre in a variety of fibre lengths and in varying degrees of fibre openings.

Processing can be adjusted to meet specialized requirements of individual users.

●

Unibestos Pipe Covering and Blocks
Amosite Woven Felts
Asbestos Packings and Gaskets
Asbestos Textiles
Processed and crude Amosite Fibres
Insutape spiral pipe insulation
Wovenstone pipe insulation
Insutube and Thermotube pipe and tube insulation
Tailored Insulations for turbines, exhaust manifolds, etc.

For Details Write:

UNION ASBESTOS & RUBBER CO.

1854 South 54th Avenue

CICERO 50, ILLINOIS

Industry; it will be of interest and help to the laboratory technician as well as purchasing and production men.

A copy should be in every Asbestos Library—in your library. One can be obtained by writing on your business letterhead to J. C. Kelleher, Sales Manager, Canadian Johns-Manville Co., Ltd., 814 Sun Life Bldg., Montreal, Que., Canada.

ASBESTOS PORTLAND CEMENT PLASTER

Our January number (page 49) asked what "mix" should be used for an Asbestos Portland Cement Plaster to be used with metal lath, the material to be used in a boiler room, having been specified by the State of Ohio.

Mr. J. B. Kelly of New Orleans, La. writes us his answer to this problem. He says:

"I believe what this specification refers to is that formerly designated as a Marine Finish. This consists of a mixture of 200 lbs. of asbestos cement with one bag of Portland Cement mixed dry and then water added to the consistency required.

"The mixture was troweled over the insulation blocks of magnesia, either over hexagonal mesh wire or diamond mesh lath, and also expanded metal lath. It was applied in two or three coats to the thickness desired. It dries hard and had a grayish white appearance.

"Just what the fire rating on this material would be applied directly over a mesh on the inside of a boiler room is pretty hard to say, but I believe it would make a good fire resistant material. There were some cases where three bags of asbestos cement to two bags of Portland Cement was used."

WANTED

Mining Superintendent. With asbestos mining and milling experience. Must speak French, be willing to work in Europe. Single or married; good working and living conditions. Address: Box 10A-N, "ASBESTOS", 808 Western Saving Fund Bldg., Phila., 7, Pa.

ASBESTOS

ASBESTOS CORPORATION LIMITED

THETFORD MINES

QUEBEC CANADA

REPRESENTATIVES

GREAT BRITAIN: W. A. JANITCH,
37/38 Coal Exchange Building
Lower Thames St., London, E. C. 3

U. S. A.:

BALTIMORE, MD.: WALLACE & GALE CO.,
115 South Gay St.

CLEVELAND, OHIO: WORLD'S PRODUCTS TRADING CO.,
Rockefeller Bldg.

CHICAGO, ILL.: THE STARKIE COMPANY
5461 W. Division St.,

NEW YORK, N. Y.: WHITTAKER, CLARK & DANIELS, INC.,
260 West Broadway

SAN FRANCISCO, CAL.: L. H. BUTCHER CO.,
15th and Vermont Sts.

CANADA:

MONTREAL, QUE.: ATLAS ASBESTOS CO., LTD.
110 McGill St.

TORONTO 1, ONT.: CANADIAN ASBESTOS ONTARIO LTD.
27 Front St., East

THE SAVING OF PROVINCETOWN

A Service Tale.

Anyone who has ever visited Provincetown, Mass., situated on the tip end of Cape Cod, can easily understand that with its narrow streets and many frame dwellings, a fire could prove disastrous.

There was a fire in Provincetown not so long ago which could have done a lot of damage, had it not been for the fact that the building was covered with asbestos-cement shingles.[1] While the inside of the building was gutted, the asbestos-cement siding prevented the spread of the fire to surrounding buildings; in fact one of the firemen was heard to remark that had it not been for the asbestos shingles the whole town would have been destroyed.

[1]Of Johns-Manville Manufacture.

STOCK'S UNIVERSAL PIPE MAKING MACHINE

now in 3 sizes and FULLY AUTOMATIC. Makes Asbestos-Cement Pressure Pipes with or without sockets, Sewage and Rainwater Pipes with Sockets.

ALL DIAMETERS (2" to 40")
ALL LENGTHS (6' to 20')

ALL PRESSURES (50 to 200 lbs. per sq. inch and High Pressure Pipes class 1000 lbs. per sq. inch)

Simple in operation, can be seen working in Venice, Italy. Quick deliveries. (5 Pressure Pipe Plants on order.) American and British Patents applied for.

ALSO MODERN ASBESTOS OPENERS, STEEL MANDRELS, SHEET MAKING PLANTS AND ACCESSORIES.

STOCK'S ENGINEERING CO. (Inc. DURITE TECNICA)
24 Via di Cavana, Trieste, Italy
Cables: STOCKSDURITE—TRIESTE

RUBBER-CEMENT

For Asbestos Packings
RUBBER & ASBESTOS CORP.
225 BELLEVILLE AVENUE
BLOOMFIELD, N. J.

ASBESTOS-CEMENT ASSOCIATES
INCORPORATED
CORIELL BUILDING MILLINGTON, N. J.

ENGINEERING SERVICE
TO THE ASBESTOS - CEMENT INDUSTRY

SPECIALISTS IN HATSCHEK OPERATION
COMPLETE PLANTS DESIGNED AND EQUIPPED
CONSULTING SERVICE ON MANUFACTURING PROBLEMS

WET MACHINE FELTS

FOR

ASBESTOS CEMENT PRODUCTS

ASBESTOS MILL BOARD

•

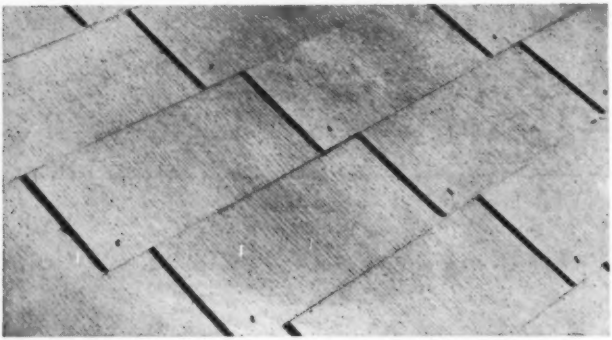
DRYCOR FELT COMPANY

STAFFORDVILLE, CONN., U. S. A.

"STORM-LAP" ASBESTOS-CEMENT ROOF SHINGLE

The popularity of Asbestos-Cement building materials has increased in America thruout the last year, particularly in the use of the so-called "Dutch-Lap" or straight edge type of Asbestos-Cement roof shingles. (The "Dutch-Lap" is the common name for straight-edge Asbestos-Cement shingles having both a top and a side lap. Some companies use other names—The Paraffine Companies, Inc., refer to their 12" x 24" shingle as the Pabco "Storm-Lap".

Most of our readers know the advantages of As-



The deep shadow line is particularly pleasing

bestos-Cement Products. They are *permanent*—in most cases will outlast the building or owner of a home. They cannot burn, do not have to be painted, are rot-proof, termite proof.

The long, clean lines and lapped ends which this new type of lap gives is especially suitable for schools, churches, public buildings and single story ranch-type homes. The shingles are anchored down at all four corners and lie flat to the roof so that it is truly storm-proof and defies wind, rain or snow.

HAIR FELT

FOR

Low Temperature Insulation

Newark Hair Felt Co.

1000 Maple Avenue

Lansdale, Penna.

MARKET CONDITIONS

GENERAL BUSINESS.

A report on business conditions in the Wall Street Journal (March 2nd issue) starts with the query "Whither Prices?" And well might all of us wonder just where we are headed for in this faster and faster spinning of the price cycle.

The final answer, of course, is a complete breakdown, landing all of us in a depression. No one wants to see such breakdown, and every effort, altho in some places by mistaken means, is being made to avoid it.

Can we avoid it? Perhaps for a while, then—what?

Strikes continue to harass all business and make conditions unpredictable or predictions if made unreliable.

ASBESTOS—RAW MATERIAL.

There has been practically no change in the market for Asbestos Crudes and Fibres—demand is constant and requirements equal, or in some grades, exceed production. Prices are firm.

ASBESTOS—MANUFACTURED GOODS.

Asbestos Textiles. One manufacturer reports a slackening off in the requirements for asbestos yarns, because of decreased demand by manufacturers of woven brake lining. Other textiles are reported to be in strong demand with emphasis on pure cloths and tapes.

Equipment accounts, reports one maker, are commencing to anticipate their requirements and place orders at least a few weeks in advance of desired delivery dates.

Asbestos Brake Lining. A good year is expected in this market. Inventories are said to be at normal levels at present, with industrial volume increasing.

Asbestos Paper. The demand in this market for 1950 is expected to equal that of 1949. Jobbers and equipment

ASBESTONE
CORPORATION

Manufacturers
Asbestos-Cement
Building Products

●

CORRUGATED SHEETS
FLAT SHEETS
ROOFING SHINGLES
SIDING SHINGLES

●

Factory and Sales Office

5300 TCHOUPITOULAS STREET
NEW ORLEANS 15, LA.

buyers continue to carry inventories on a thirty day basis.

While a seasonal slackening is reported in the call for *Saturated Asbestos Paper*, during the first quarter of 1950, no doubt mostly due to winter weather, demand is expected to pick up considerably in the second quarter, both for reroofing and for public buildings. Production of this commodity in 1950 will probably exceed that of 1949.

Asbestos Millboard. While jobbers still carry inventories based on a thirty day requirement basis, the demand is steady and 1950 volume will probably equal 1949.

Insulation. High Pressure. A slight improvement in demand is reported but not equal to last year. Customers for the most part are buying as needed. The volume in 1950 is expected to be good but not up to 1949. It is the belief of at least one manufacturer that the trend in demand is upward as some large operating distributors are placing orders for stock replenishment indicating some movement of materials from warehouse to the job. The coal strike makes any predictions uncertain.

Insulation. Low Pressure. Demand continues reasonably good altho jobbers continue to order on a thirty day inventory basis. Demand in 1950 may be good altho not quite up to 1949.

Asbestos-Cement Products. The market on roofing and siding shingles is fair and seasonal after a substantial spurt because of recent increases in prices. Rising consumer demand for both roofing and siding indicates a good year for these articles in 1950. Another factor is improvements in products, new colors, etc.

As to corrugated and flat sheets, production exceeds demand at present, a condition which has not existed for several years. This drop in demand is probably mostly seasonal, and it is confidently expected that volume will pick up in the second quarter.

These comments are made by various executives in close contact with the markets. Your comments are always welcome.

INDUSTRIAL SERVICE COMPANY

Builders of

ASBESTOS CEMENT MACHINERY

Our experienced engineers and machinists offer the industry entire machines built to deliver maximum production.

Your Inquiries Are Invited

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U. S. ROYAL FABRICS • TAPES

Light weight • High strength • Low gauge

Textile Division

UNITED STATES RUBBER COMPANY

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TEST

. . . the added sales volume awaiting you among the nation's roofing and siding contractors. Write to . . .

AMERICAN ROOFER and SIDING CONTRACTOR

425 Fourth Avenue, New York City

(Africe Swaziland)

Production for December 1949 ..... 2,750 tons (2000 lbs.)
Production for the Year 1949 ..... 33,550 tons (2000 lbs.)
Compared with 30,600 tons produced in 1948.

Canada

(Department of Mines, Province of Quebec)

Tons—2000 lbs.

Production December 1949 ..... 61,102 tons
Compared with December 1948 ..... 58,400 tons

By Grades:

	Year 1949	Year 1948
Crude	652 tons	976 tons
Fibre	194,570 tons	241,954 tons
Shorts	378,845 tons	473,839 tons
	574,067 tons	716,769 tons

Cyprus

(From W. Parry James, A. C. S. M., Inspector of Mines)

Tons—2000 lbs.

	4th Quarter 1949		
	October	November	December
Rock Mined	164,817	65,144	8,733
Rock Treated	47,881	27,488	4,304
Fibre Produced	2,030	1,157	453
Fibre Exported	1,174	643	640

	Year 1949 Tons	Year 1948 Tons
Rock Mined	1,215,246	753,713
Rock Treated	352,666	291,236
Fibre Produced	13,835	8,935
Fibre Exported	12,690	8,920

AUTOMOBILE SALES

	January 1950
Passenger Cars	487,854
Motor Trucks	93,622
Motor Coaches	219
	581,695

Total sales for January 1949 were 431,276.

These figures cover only cars made in the United States.

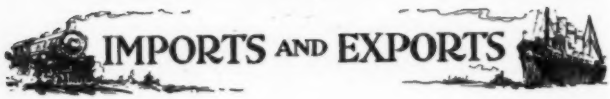
Published by the Automobile Manufacturers Association, New Center Building, Detroit, Mich.

TURNER & NEWALL Ltd

RAW ASBESTOS DEPARTMENT

FOR CANADIAN, RHODESIAN
AND SOUTH AFRICAN ASBESTOS

ASBESTOS HOUSE · 77-79 FOUNTAIN ST.
MANCHESTER 2
ENGLAND



Imports into U. S. A.
(Figures by Bureau of Census)
Unmanufactured Asbestos—By Countries

	November 1949 Tons (2240 lbs.)
From Canada	47,032
Australia	22
Italy	20
Mozambique	303
S. Rhodesia	244
South Africa	1,594
	49,215
Valued at	*$3,259,802*
By Grades:	
Crude No. 1, Chrysotile, S. Rhodesia	65
Crude No. 2, Chrysotile, Canada	6
Crude, Other, Chrysotile	
S. Rhodesia	134
South Africa	522
Italy	20
Crude—Blue	
Australia	22
U. of S. Africa	135
Crude—Amosite	
Mozambique	303
U. of S. Africa	937
Textile Fibres—Chrysotile	
Canada	1,291
S. Rhodesia	45
Shingle Fibres—Chrysotile, Canada	4,294
Paper Fibres—Chrysotile, Canada	4,886
Fibres—Other, Short—Canada	36,555
	49,215

Manufactured Asbestos Goods:

	November 1949 Quantity	Value
Asbestos Yarns		
United Kingdom	7,526	$4,918
Canada	25	19
Asbestos Packing—Fabric		
United Kingdom	629	387

(Continued on page 30)

PHILLIPS ASBESTOS MINES

Producers of

CRUDES

and

Fiberized Asbestos

The World's Finest Fibre

DRAWER 71 **GLOBE, ARIZONA**

Mines and Mills in Gila Co., Arizona

Imports Manufactured Asbestos Goods—Continued

	November 1949 Quantity (Lbs.)	Value
Asbestos Packing—Not Fabric		
United Kingdom	1,956	980
Asbestos Brake Lining Molded		
Canada	673	209
Asbestos-Cement Products (Not Impregnated)		
Canada	6,136	200
Belgium	1,340	37
Japan	8,131	326
Asbestos Manufactures—Other		
Canada	..	15
	26,416	$7,091

Exports from U. S. A.
(Figures by Bureau of Census)

Unmanufactured Asbestos:

	November 1949 Tons (2240 lbs.)	Value
To Brazil	45	$ 9,750
Colombia	31	5,600
Mexico	5	967
Austria	3	2,538
Belgium	30	4,254
Germany	579	179,298
Italy	27	4,500
Netherlands	27	12,150
Portugal	10	1,958
Switzerland	364	132,000
Denmark	45	15,750
Australia	178	28,600
Japan	351	139,985
Yugoslavia	91	25,200
Palestine	29	9,000
Other Countries	1	108
	1,816	$571,658

Exports from U. S. A.—Manufactured Goods:

		November 1949 Quantity	Value
Asbestos Pipe Covg. & Cement	Lbs.	585,432	$ 47,972
Asbestos Textiles and Yarn	Lbs.	55,401	47,266
Asbestos Packing	Lbs.	109,825	89,033
Asbestos Brake Lng. (Mld.&S.Mld)	Lbs.	233,463	188,596
Asbestos Brake Lng. (Woven)	L. Ft.	50,882	33,524
Asbestos Clutch Facings	No.	79,665	46,023
Asbestos Brake Blocks	Lbs.	18,995	21,350
Asbestos Construction Materials	Lbs.	3,205,508	183,521
Asbestos Manufactures—Other		....	21,998
			$679,283

LIGHT DENSITY TYPE

PABCO

PRECISION MOLDED

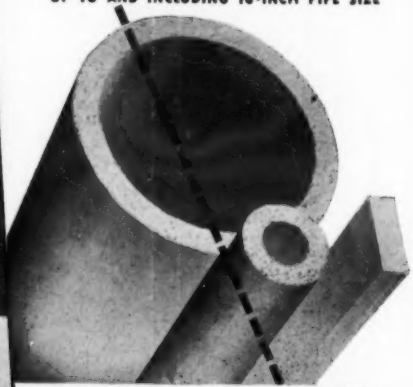
85% MAGNESIA INSULATION

"THE DEPENDABLE STANDARD—MODERNIZED"

REG. U. S. PAT. OFF.

U. S. Patent Nos. 2,131,374—2,209,752—2,209,753—2,209,754

PIPE COVERING MADE IN SECTIONAL FORM
UP TO AND INCLUDING 18-INCH PIPE SIZE



COMPLETE RANGE OF SIZES AND THICKNESSES
IN BLOCKS AND PIPE COVERING

THE PARAFFINE COMPANIES, INC., Insulation Division

(Formerly Plant Rubber & Asbestos Works)

475 Brannan Street, San Francisco 19, California • Engineering Service Units In Principal Cities

PABCO

EXPORTS FROM CANADA

(Published by Dominion Bureau of Statistics)

Unmanufactured Asbestos—Tons—2000 lbs.

	December 1949 Tons	Value
Crude		
United States	51	$ 32,459
United Kingdom	10	10,500
Australia	..	..
S. America	..	..
Central America & Mexico	..	..
European Countries	27	22,587
Other Countries	..	..
	88	$ 65,546
Milled		
United States	15,634	1,962,133
United Kingdom	1,804	253,766
Australia	2,129	275,056
S. America	935	153,102
Central America & Mexico	1,031	147,190
European Countries	3,792	627,552
Other Countries	40	4,928
	25,365	$3,423,727
Shorts		
United States	35,730	1,493,516
United Kingdom	1,618	64,788
Australia	..	..
S. America	40	2,596
Central America & Mexico	95	5,920
European Countries	1,120	64,896
Other Countries	..	..
	38,603	$1,631,716
Grand Total—Unmanufactured Asbestos	*64,056*	*$5,120,989*
Manufactured Asbestos Goods:		
Brake Lining		$ 9,951
Packing		154
Other Materials		115
		$ 10,220

(Continued on page 34 for yearly figures.)

JOHNSON'S COMPANY LTD.

ESTABLISHED IN 1875

Head Office

Thetford Mines, P. Q. Canada

Mines

Thetford Mines, Quebec
Black Lake, Quebec

Producers of All Grades of

RAW ASBESTOS

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GREAT BRITAIN ..... A. A. BRAZIER & CO.
"Avenue Lodge"
65a Bounds Green Road,
LONDON, N. 22, England.

CHICAGO 4, ILL. ..... GRANT WILSON, INC.
141 West Jackson Boulevard

NEW YORK, N. Y. ..... CONNELL ASBESTOS MFG. CO.
117 Martense Street,
Brooklyn, 26, New York

SAN FRANCISCO, CALIF. ..... LIPPINCOTT CO., INC.
451 Market Street

EXPORTS FROM CANADA—*Continued*

Summary for the year

Unmanufactured Asbestos

	Year 1949 Tons (2000 lbs.)	Value
Crude		
United States	459	$ 277,584
United Kingdom	101	86,714
Australia	..	..
S. America	..	..
Central America & Mexico	..	..
European Countries	71	51,947
Other Countries	..	..
	631	$ 416,245
Milled		
United States	126,338	$14,939,832
United Kingdom	18,957	2,282,956
Australia	5,513	696,558
S. America	5,487	884,568
Central America & Mexico	3,186	430,713
European Countries	18,925	3,104,546
Other Countries	3,235	429,663
	181,641	$22,768,836
Shorts		
United States	334,656	$12,936,464
United Kingdom	9,790	395,854
Australia	60	2,793
S. America	663	29,129
Central America & Mexico	95	5,920
European Countries	7,359	374,837
Other Countries	95	3,664
	352,718	$13,748,661
Grand Total—Unmanufactured Asbestos	*534,990*	*$36,933,742*
Manufactured Asbestos Goods:		
Brake Lining		$ 189,377
Packing		43,753
Other Materials		131,477
		$ 364,607

Note: Similar figures for the Year 1948 will be found in our September 1949 number, page 36.

SMITH & KANZLER CORPORATION

MANUFACTURERS OF

ASBESTOS PAPER

AND

LOW PRESSURE INSULATIONS

ESTABLISHED 1920

LINDEN, NEW JERSEY

STATISTICS - AUSTRALIAN ASBESTOS

(Published by Bureau of Mineral Resources, Geology and Geophysics, Department of Supply and Development, Melbourne, Victoria, Australia).

Tons—2240 lbs.

Production

	2nd Quarter 1949		
Chrysotile	40 tons	valued at £A	1,731
Crocidolite	91 tons	valued at £A	7,948
Amosite	..		..
Other	..		..
	131	£A	9,679

Imports

Chrysotile	978 tons	valued at £A	65,781
Crocidolite	44 tons	valued at £A	3,582
Amosite	1,104 tons	valued at £A	47,740
Other	283 tons	valued at £A	15,740
	2,409	£A	132,843

Exports

To United Kingdom	5 tons	valued at £A	91
New Zealand	8 tons	valued at £A	201
Malaya	1 ton	valued at £A	56
United States (America)	1 ton	valued at £A	1,765
New Caledonia	1 ton	valued at £A	170
	16	£A	2,283

SUMMARY FOR YEARS

Production

	Years		
	1946	1947	1948[1]
	Tons	Tons	Tons
Chrysotile	238	374	356
Crocidolite	374	928	647
Anthophyllite	9	75	284
Amphibole (unclassified)	..	..	40
	621	1,377	1,327

Apparent Consumption

	Tons	Tons	Tons
Production—all types	621	1,377	1,327
Imports	18,697	14,246	13,972
Exports	496	507	278
Apparent Consumption	18,822	15,116	15,021

[1]These figures taken from "Australian Mineral Industry Review 1948. The 1948 figures do not agree with those given on page 25 of our November 1949 issue, altho source was the same, viz: Bureau of Mineral Resources.

"Tropag"

ASBEST- & ERZIMPORT OSCAR H. RITTER K. G.

Hamburg · — · Ballindamm 7

Importers of

ASBESTOS - ORES - MINERALS

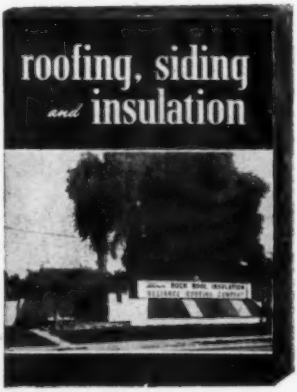
BERG, HEDSTROM & CO., INC.

630 FIFTH AVENUE, NEW YORK 20, N. Y.

•

IMPORTERS OF

RAW "CAPE" BLUE ASBESTOS



45 W. 45th St.

.... SURE WAY....

of selling the nation's roofing, siding and insulation contractors!

CANTOR

PUBLISHING CO.

New York 19, N. Y.

IMPORTS OF ASBESTOS BY UNITED KINGDOM

Raw Material

	January 1950 Tons (2240 lbs.)
From Union of S. Africa	764
Southern Rhodesia	3,815
Bechuanaland, Basutoland and Swaziland	603
Canada	1,749
Other Commonwealth Countries and the Irish Republic	21
Foreign Countries	2
	6,954

Of these 6,954 tons, 5,282 tons were of the Chrysotile variety; 1,672 tons of other varieties.

This tabulation was supplied thru the courtesy of Mining Journal Ltd., of London.

ASBESTOS FIBRES
ASBESTOS PRODUCTS

Fibras de Asbesto. *Productos de Asbesto.*
Est. 1927
S. KLEIN
15 Park Row
Fibres d'Amiante. *Produits d'Amiante.*
Amianto-Fibre. *Prodotti d'Amianto.*
Asbest-Fiber. *Asbest-Produkte.*

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Nous vous prions de nous envoyer vos demandes pour l'offre.
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Send for specimen copies and the favorable prices of advertisement at our representatives in U.S.A.:
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205 East 42nd Street, New York 17, N. Y.
A. W. Gentner-Verlag, Stuttgart
Germany

ASBESTOS FIBRE SHINGLE GRADES

A NEW MODERN ASBESTOS PLANT WITH REVOLUTIONARY EQUIPMENT

Your inquiries are invited.

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ASBESTOS FIBRES, INC.

Main Office:

56 CRITTENDEN ST., NEWARK, N. J.

HUMBOLDT 5-2372

NEWS OF THE INDUSTRY

BIRTHDAYS

John H. Balch, Director, Vice President and Treasurer, Union Asbestos & Rubber Co., Chicago, Ill., March 22nd.

Paul G. Charbonnet, Vice President, Asbestone Corporation, New Orleans, La., March 23rd.

A. R. Fisher, Vice President, Johns-Manville Corp., New York City, 16, N. Y., March 27th.

J. A. O'Brien, Vice President, Johns-Manville Sales Corporation, New York 16, N. Y., March 28th.

Lord Elton, Director, The Cape Asbestos Co., London, England, March 29th.

F. V. S. Smith, Director & Secretary, Hodgson & Hodgson, Ltd., Carrington, Nottingham, England, March 29th.

W. C. Bowman, District Manager, Philip Carey Mfg. Co., Philadelphia, Pa., March 30th.

George E. Grimshaw, Adviser on Industrial Insulation, M. W. Kellogg Co., New York City, N. Y., March 31.

G. M. Williams, President, Russell Mfg. Co., Middletown, Conn., April 6th.

Herbert D. Harris, Asbestos Corporation of America, New York 6, N. Y., April 12th.

J. M. Weaver, Textile Research and Development Engineer, Raybestos-Manhattan, Inc., Manheim, Pa., April 14th.

Philip A. Meyer, Treasurer, Sall Mountain Co., New York City, April 16th.

We extend to all these gentlemen congratulations and best wishes on the occasion of their birthdays.

RIC-WIL ISSUES DATA BOOKS

Two new technical data books just published by The Ric-wiL Company are of specific interest to engineers, architects, contractors, and many others who handle problems involving insulated piping systems.

The Ric-wiL "Insulated Piping System Catalog—Section 480-4" illustrates and describes the manufacture, construction and installation of various types of Ric-wiL Insulated Piping.

"Insulated Piping System Technical Data—Section 480-5" contains full illustrated technical data and specifications on all phases of insulated piping, its structure, properties, and installation procedures.

These books are available without charge and may be obtained by writing to The Ric-wiL Company, Dept. J-1, Union Commerce Building, Cleveland, Ohio.

• BLUE ASBESTOS

The Cape Asbestos Company, Ltd., is the world's largest supplier of acid-resistant blue crocidolite asbestos, and the only manufacturer operating its own mines. Inquiries solicited on:

MILLBOARD **YARNS**
ROVINGS **POWDER** **CLOTHS**
PROCESSED FIBRES

Unexcelled for use in
ASBESTOS CEMENT PIPES

• AMOSITE ASBESTOS

This fibre owing to its great length and bulk is unrivalled for use as an insulating medium in:

Asbestos mattress filler
85% Magnesia insulation

The CAPE ASBESTOS CO. Limited

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FACTORY, BARKING, ESSEX

United States Sales Agent:

ARNOLD W. KOEHLER

415 LEXINGTON AVE. **NEW YORK CITY**

TELEPHONE—VANDERBILT 6-1477

K&M QUARTER CENTURY CLUB HOLDS SECOND ANNUAL MEETING.

Twenty-two members were admitted to K&M Quarter Century Club at the second annual dinner held on February 1st. This brings the total number of members to 256 (251 active members and 5 retired).

Wm. J. Jones

Ernest Muehleck, President of the Company, made the address of welcome and presented each of the new members with a framed certificate and an award of $250. He pointed out that about one quarter of the Ambler employees belonged to the club, which indicated that the Company was a "pretty good Company to work for".

The dinner was held at the Springfield Hotel, Flourtown, Pa. Entertainment was provided by a group of comedy magicians.

The Honorary President of the Club, William J. Jones, is the oldest employee in point of service, having been with the Company for 68 years. Mr. Jones started in 1881; he now serves in the capacity of a plant guard.

W. A. JANITCH
New Address

The London representative of Asbestos Corporation Limited, is now located at 37/38 Coal Exchange Building, Lower Thames Street, London, E. C. 3, England.

OLAMIT PALESTINE ASBESTOS-CEMENT WORKS LIMITED

This firm is the only manufacturer of Asbestos-Cement Products in Israel. Its main office is located at Palatin Building, Tel-Aviv, with factory at Petach-Tiqua. It makes the latest novelties in Asbestos-Cement, produces about 5000 tons of sheets, flat and corrugated, annually.

The company plans to manufacture pipes (including pressure pipe) shortly.

METAL POWDER SHOW.

Among the exhibitors at the Sixth Annual Metal Powder Show to be held on April 25th and 26th, in Detroit, Michigan, at the Book-Cadillac Hotel, are Raybestos Division of Raybestos-Manhattan, Inc., and S. K. Wellman Co.

SALESMAN'S TRAINING SCHOOL HELD BY JOHNS-MANVILLE.

At the new Research Center at Manville, N. J., Johns-Manville conducts a Training School for Salesmen, where Student salesmen spend from three to five weeks undergoing intensive training in salesmanship. Senior executives address the trainees during the course of the school on all phases of the company's activities including such topics as research, finance, production and sales promotion.

R. F. TURNER MADE SALES MANAGER CAREY

R. F. Turner

R. F. Turner has been appointed Sales Manager of the Dealer Products Department of the Philip Carey Mfg. Company, Cincinnati, Ohio.

Mr. Turner has been active in the building materials industry since 1923, when he was affiliated with the Fischer Lime and Cement Company of Memphis, Tenn.

He joined Carey in 1934 and has served in the company's Chicago, Cleveland and Philadelphia offices. Before assuming his present position he had been assistant district manager in the last named office.

G. A. KIMBER DIES AFTER WORLD TRIP

It was with very great regret that we recently learned of the death, on November 20th, 1949, of G. A. Kimber, Director of James Hardie & Coy. Pty., Sydney, N. S. W., Australia.

Mr. Kimber on a trip around the world combining business and pleasure, on which he was accompanied by Mrs. Kimber, called at our office last September and we spent a most informative and delightful hour with him asking questions concerning Australia and the Asbestos Industry in that part of the world, and in turn giving him information on the industry in the States.

At that time Mr. Kimber was on his way back to Australia, going to St. Louis, Mo., where he planned to visit friends, then on to the Pacific Coast to arrive in his native land in November.

We have just been informed that Mr. and Mrs. Kimber landed in Australia (Sydney we believe) on November 20th, but about six hours after their arrival he died very suddenly of a coronary occlusion.

Many of our readers will no doubt recall Mr. Kimber's visit, as he met and talked with many leaders in the Asbestos Industry in both this country and others during the course of his world trip.

GREENE, TWEED & CO. ISSUES NEW PACKING BULLETIN

Palmetto (R) Self-Lubricating Packings for all industrial requirements are discussed in detail in a new four-page bulletin—No. LP-10, just issued by Greene, Tweed & Co., North Wales, Pa. The text covers the principles of self-lubricating packing design, structure and performance as well as analysis of each individual packing from standpoint of application to specific services. Requests for copies may be sent by any reader of "ASBESTOS" direct to the Company addressed to the attention of Walter Josephson.

ANNUAL REPORT
ASBESTOS CORPORATION LIMITED

The annual report for the year ending December 31, 1949 shows a profit after charging all expenses including taxes, and after transferring $75,000 to the Pension Trust Fund, but before depreciation, of $1,888,233.76. From this amount a sum of $750,000 was set aside for depreciation, leaving $1,138,233.76, out of which dividends of $960,000 were paid.

The following figures taken from the report may prove interesting:

	1949	1948	1947
Net Income before taxes	$1,592,234	$1,745,912	$1,740,754
All taxes paid	615,077	696,072	586,137
Paid to Employees	3,624,131	4,607,260	3,497,913
Paid to Shareholders as Dividends	960,000	960,000	960,000
Retained in Business	299,854	232,567	310,513
Earnings per share	$1.89	$1.93	$2.08

The report which is in book form, is very beautifully printed and illustrated.

The Company has approximately 1900 employees, of which 1700 are hourly paid. Of these 1700, 670 will have completed ten or more years' service during 1950, 104 of the latter group having worked for the company or its predecessors for 25 or more years.

PABCO HOLDS BUILDING MATERIALS CONFERENCES

The Paraffine Companies, Inc., held their semi-annual sales conferences at the Company's home offices in San Francisco on February 18th and at the Company's district offices in Los Angeles on February 20th. Marketing, Advertising and Merchandising plans for Spring and Fall for Pabco roofing, building materials, gypsum products, asbestos-cement products and insulations were discussed.

Of particular importance to Western Dealers was the announcement of four new asphalt shingle color blends.

FLINTKOTE ANNOUNCES STRI-TEX.

A newly designed siding shingle of Asbestos-Cement, with colorful mineral granules embedded in its surface has been announced by The Flintkote Company.

It is suitable for exterior application on new homes or over old sidewalls, in fact the soft, textured beauty of its striated design will add unique beauty to any building. It is currently available in brown, green and gray.

C. W. AINSLEY, SALES MANAGER
Industrial and Home Insulation Departments

C. W. Ainsley has been appointed to the dual capacity of sales manager of the industrial department and the home insulation department of The Philip Carey Mfg. Company.

Mr. Ainsley joined Carey in 1947, having previously been with Certain-teed Products Corporation. While with the latter organization he rose thru various assignments to the position of industrial sales manager. Prior to his present post he represented Carey in the Columbus, Ohio, area.

ACE ASBESTOS MANUFACTURING CO.

Importers, Exporters, Processors of Asbestos Fibres of All Varieties

of

RAW ASBESTOS

for

Every Use

●

CHRYSOTILE
AMOSITE
AMPHIBOLE FIBRES

originating in
U. S. A. (ARIZONA)
CANADA
RUSSIA
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SOUTH AFRICA

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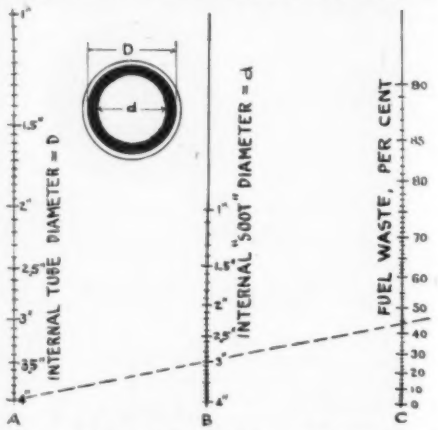
Large Capacity Fiberizing and Grading Plant

451 Communipaw Ave. **Jersey City, N. J.**

CHARTING FUEL WASTE DUE TO SOOT ON BOILER TUBES

Here is a chart that shows instantly the percent of fuel wasted where soot is permitted to accumulate to any depth in the flues of boilers. Thus the dotted line drawn across the chart shows that where the inside diameter of the flue "D" is 4 inches and where the inside diameter of the soot "d" is 3 inches, the fuel loss is 44%. All you need do is: run a straight line thru D and d and the intersection with column C shows the fuel waste directly.



Let us take a case where D=2 and d=2. That is, there is no soot. The fuel waste is zero. Next try D=3 and d=3. The fuel waste is zero again. And where the soot is thick the fuel waste runs high.

These simple examples in themselves prove that soot should always be kept off of boilers. Soot is about the best "heat insulator" known. Kent in his Mechanical Engineers Pocketbook, states that soot has five times greater heat-stopping properties than has asbestos. So it would appear that soot would do very well for packing around our steam pipes to stop heat radiation and to prevent condensation. It is almost as good as loose wool and live goose feathers (according to Kent); those two substances being about the most effective heat-stoppers known to man.

Obviously, the principal reason why soot is so uneconomical is that it gets in between the fire or hot gases and the boiler shell or flue. That is the very position in which there should be no insulating medium at all because that is where an insulator can do most harm. It has been shown in carefully conducted tests that an insulator between water and metal is not so ef-

fective as between gas and metal. Hence, a given thickness of soot on the outside is far worse than an equal thickness of scale inside a boiler. Soot shuts off heat "at the very source". It doesn't give the heat a chance to even touch the metal of the boiler.

Therefore soot is a creator of inefficiency, and at the same time a reducer of boiler capacity. By keeping soot off of boiler and flue surfaces a boiler can be "forced" with better effect than where soot is permitted to accumulate. This can easily be proved to your own satisfaction by taking temperature readings of the flue gases. Tests have proven time and again that where soot is kept blown off in a thoro manner the average flue gas temperature is materially reduced. Boiler efficiency can be measured very simply and with considerable accuracy by merely taking the flue gas temperature.

THIS and THAT

U. S. Residents, exclusive of military and civil officials spent an estimated $190 million while traveling in Europe in 1949.—U. S. Bulletin of Commerce.

• • • —

Chile imports about 3,500 or 4,000 tons of asbestos a year from the United States, South Africa and Russia. Altho several deposits are on record none has ever been worked. Most of the deposits contain the amphibole variety.—U. S. Mineral Trade Notes.

• • • —

Lester T. Avery, President of Avery Engineering Co., Cleveland, has been elected President of the American Society of Heating and Ventilating Engineers.

• • • —

Total sales of American manufacturers (of all materials and commodities) during 1949 were $213 billion, or 6% under 1948.—U. S. Bulletin of Commerce.

BUILDING

Contracts awarded for building and heavy engineering works in the thirty-seven states east of the Rocky Mountains in February totaled $779,530,000, showing an increase of 7% over January 1950, and a 37% rise over February 1949, according to F. W. Dodge Corporation.

The two months construction total for this year was $1,510,385,000 an increase of 44% over the total for the 1949 January and February aggregate.

A GOOD FRONT

A Lesson in Selling

Too often when we speak of a salesman putting on a good front we think of him as dressing a bit smarter than average, driving a car that's a bit shinier, and bedorned with a few more gadgets than the next fellow's, putting up at the best hotels, and eating at the ritziest restaurants.

Such a front is as often bad as good. The salesman's salary may not be commensurate with such expenditures; he can't afford such "show".

But there is a "good front" which every salesman can afford—moreover one which he cannot afford *not* to present. We are thinking of qualities and attributes, not things. For instance, when a prospect has kept a salesman waiting an unseemly long time, a front of patience and good nature goes a long way toward packing away a good order. Again a front that reflects desire to serve wins the cold, indifferent prospect.

There is the front of honesty, clearly apparent in the careful, moderate language used. There is knowledge of line, demonstrated by the quickness with which you come up with exact answers to questions. The opposite to such types of front is bluff, too often found in salesmen.

The kind of talk you use shows up your front. The costliest tailormade suit won't speak for you as loudly as the language you use, the things you talk about. Keep your talk clean, but don't be afraid to mix in choice bits of good old American slang to show you are on your toes, abreast of the times. Be well informed on world, national, local events, as well as the line of merchandise you handle.

Front can be the most valuable asset a salesman has, but remember front is more than smart dressing. Paradoxically, front is what is behind the man your prospect faces.

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AFTERTHOUGHTS

¶ Of particular interest this month are the Yearly Summary figures (page 34) of Exports from Canada. They are worth studying.

¶ Our January number (page 50) mentioned that Asbestos Rugs could be obtained from the Home Insulation Co., in Hartford, Conn. Now we are informed that this firm has decided to go out of the Asbestos business entirely and therefore will no longer make asbestos rugs.

¶ No Patents this month. Diligent search of the Official Patent Gazette resulted in nothing made of or containing asbestos.

¶ In the article on page 20 concerning the "Stormlap" method of applying Asbestos-Cement Shingles, we call attention to the increasing popularity of Asbestos-Cement Shingles in America. Next month we will tell you of one country where Asbestos-Cement roofing or siding shingles are not at all popular, in fact not popular at all. Can you guess which country, and why?

¶ Several readers sent us clippings concerning the use of asbestos powder in connection with heart ailments, —see article on page 11 of this issue. We appreciate this constant thought of us and hope all readers will bear us in mind when they run across interesting uses of asbestos.

¶ The yearly summaries make the Statistical Section larger than usual, but will be found interesting and, if studied, helpful.

¶ Just as we go to press we received a telegram from the Philip Carey Mfg. Co. announcing the appointment of S. A. (Sam) Abrahams as Division Manufacturing Manager of their Plymouth Meeting Operation. Mr. Abrahams was formerly connected with the Insulation Division of the Paraffine Companies, Inc.

BOOK LIST

The Asbestos Factbook, 16 pages. Information in compact form on origin, facts, locations, uses, analyses, qualities, 10c per copy.

Asbestos Mining Methods. By C. V. Smith. (Reprint) 16 pages. 25c per copy.

Milling Asbestos. By J. C. Kelleher. (Reprint) 16 pages. Companion article to Asbestos Mining Methods. Both should be in every Asbestos Library, 25c per copy.

Recovery of Raw Asbestos. By Roland Starkey. (Reprint) 6 pages. Supplement to Milling Asbestos. 25c per copy.

Canadian Chrysotile Asbestos Classification. Including latest Quebec Testing Method. January 1, 1949 Edition. 4 pages. 25c per copy.

Processing Asbestos Fibres. 8 pages. (Reprint) 25c per copy

Tests for Cotton Content. 4 pages (Reprint) Describing several methods of testing asbestos textiles for cotton content. 10c per copy.

Chart—Dollars Cost of Uninsulated Pipe. (Reprint) 20c each

Asbestos: A Magic Mineral, by Lilian Holmes Strack. Written for school children but should be in every Asbestos library. $1.00 per copy.

Asbestos—The Silk of the Mineral Kingdom, by Oliver Bowles. 40 pages about asbestos, from mine to finished product, in plain language, illustrated, 25c a copy.

Twelve Estimating Tables, with Chart. Convenient in figuring flange fittings and other areas. $1.00 per set.

Manual of Unit Prices. For figuring pipe covering and blocks. 75c per single copy postpaid. Discount in quantities of 6 or more, postage billed. Note *increase* in price.

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CURRENT RANGE OF PRICE

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Canada—	Per Ton (2000 lbs.) f.o.b. Mine		
Group No. 1 (Crude No. 1)	$960.00	to	$1,050.00
Group No. 2 Crude No. 2; Crude Run-of-Mine and Sundry	400.00	to	550.00
Group No. 3 (Spinning Fibre)	232.00	to	435.00
Group No. 4 (Shingle Fibre)	95.50	to	141.00
Group No. 5 (Paper Fibre)	78.50	to	88.00
Group No. 6 (Waste, Stucco or Plaster)			58.00
Group No. 7 (Refuse or Shorts)	28.00	to	52.00
Vermont—			
Per Ton of 2000 lbs. f.o.b. Hyde Park or Morrisville, Vt.			
Group No. 4 (Shingle Fibre)	$111.50	to	$124.00
Group No. 5 (Paper Fibre)	79.00	to	96.50
Group No. 6 (Waste, Stucco or Plaster)			59.00
Group No. 7 (Refuse or Shorts)	28.50	to	52.50

ASBESTOS STOCK QUOTATIONS

(These figures are compiled from the Commercial and Financial Chronicle. No guarantee as to their correctness).

		February 1950		
	Par	Low	High	Last
Armstrong Cork (Com.)	np	48⅛	50¼	49⅛
Armstrong Cork (Pfd.)	np	100½	102	101¼
Armstrong Cork (Conv. Pfd.)	np	111¼	113	112
Asb. Corp. (Com.)	np	25¼	26	26
Asb. Mfg. Co. (Com.)	1	1⅛	1⅜	1⅛
Celotex (Com.)	np	19⅜	20⅞	19¾
Celotex (Pfd.)	20	17	17½	17⅛
Certainteed (Com.)	1	17¼	18¾	17¼
Flintkote (Com.)	np	30⅝	32½	31⅝
Flintkote (Pfd.)	np	104	106	103¾
Johns-Manville (Com.)	np	45¼	47⅝	45⅞
Johns-Manville (Pfd.)	100	121	127	121⅞
Paraffine (Com.)	np	15¾	18½	16½
Paraffine (Pfd.)	100	101	105⅜	104
Ray-Man (Com.)	np	28⅜	29¾	28⅜
Ruberoid (Com.)	np	54¼	56⅝	55½
Thermoid (Com.)	1	6	6¾	6⅜
Thermoid (Pfd.)	50	37½	40	39
Union Asb. & Rub. (Com.)	5	12¼	12¾	12½
United Asb. (Com.)	1	57c	64c	59c
U. S. Gypsum (Com.)	20	113¾	120½	120½
U. S. Gypsum (Pfd.)	100	186	189	189
U. S. Rubber (Com.)	10	41¼	44⅝	43⅛
U. S. Rubber (Pfd.)	100	128¾	133¼	133¼

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